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10 11 1965

Interior Space Design, Inc.
309 West Jackson Boulevard
Chicago 6, Illinois

Attn: Miss Barbara Jaffe

Dear Sirs:

We are enclosing a spread sheet showing a comparison between the cost of Carson's furniture upholstered with Carson's own material and the same furniture upholstered with Knoll Nylon Homespun. As you can see, we are paying up to 43% more for an item of furniture with Knoll upholstery. Further examination will show that this is because we are paying up to four times as much for the Knoll fabric.

We are aware that the Knoll fabric is much superior to the standard material supplied under the GSA contract, both in terms of appearance and wear, and the purpose of this comparison is not to question your recommendation. However, we do feel a further elaboration of the comparative advantages of Knoll material is necessary. It would be useful if you could cover such points as wear and appearance in addition to whatever else bore on your recommendation.

One of the primary advantages of Knoll material seems to be the vibrant quality of the fabric and it has been suggested that it might not be worth-while to pay the premium for Knoll material when ordering black fabric. We would like your comments on this suggestion.

Yours truly,

SIGNED

Chief, Logistics Services Division, OL

Attachment:
As stated above

Interior Space Design, Inc., Chicago 6, Illinois

Distribution.

Orig & 1 - Addressee

1 - C/PAC

1 - SA&FE

1 - C/REACB/OL

~~1~~ - OL/LSD (Official)

OL/LSD, (12 Jan 65)